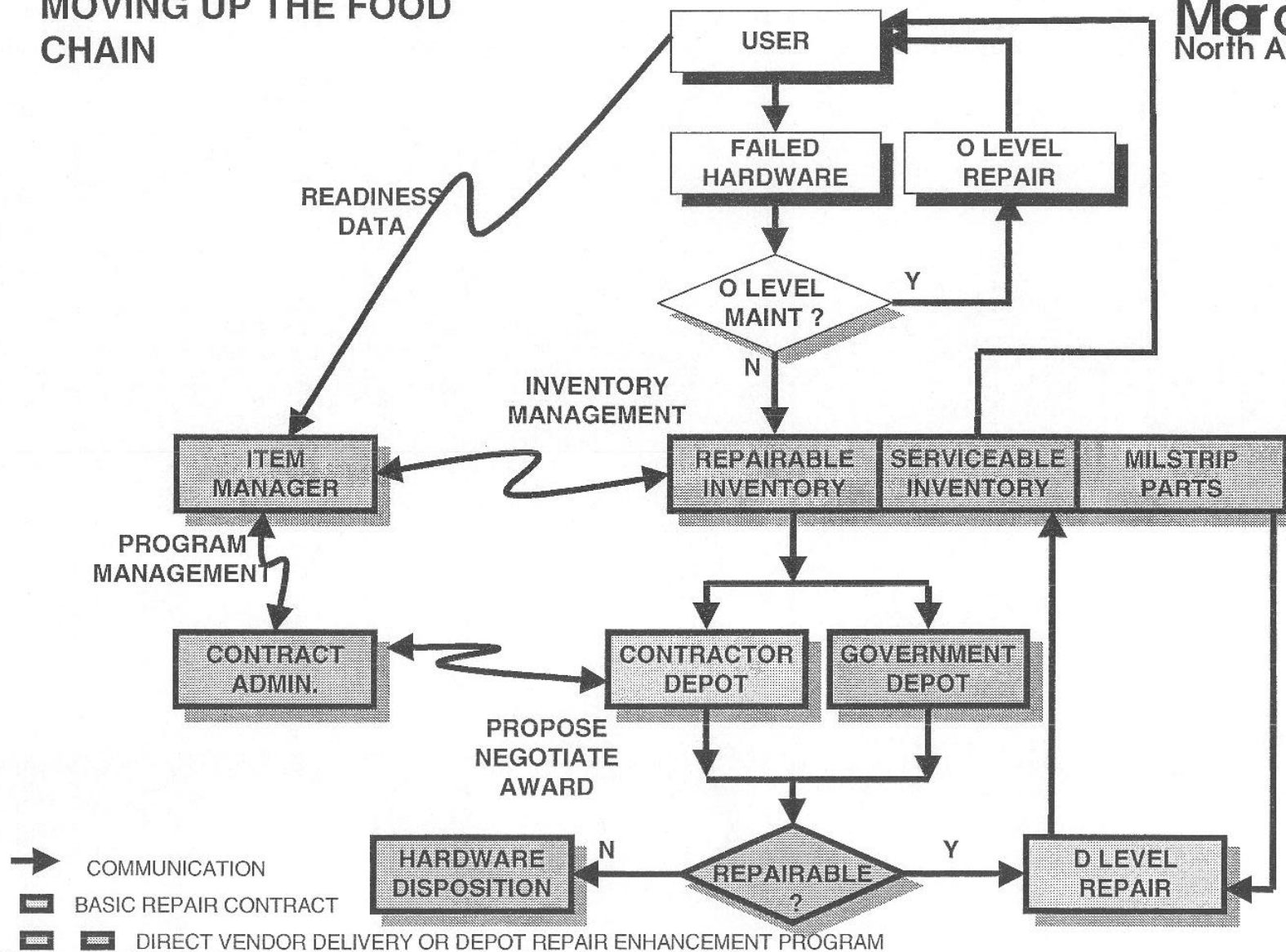


Reducing Response Times - A Contractor Perspective

- Marconi Avionics operates in three support contracting modes:
 - Traditional - FFP or T&M Contracts
 - F-16, C-17, AC-130H/U Head Up Display repair
 - Contemporary - Contractor Logistics Support (CLS)
 - AC-130U All Light TV Turret, AH-1S Weapon Aiming System, F-22 Head Up Display
 - Modern - Direct Vendor Delivery (DVD)
 - Standard Central Air Data Computer and Digital Signal Data Computer for C-2/E-2, S-3, F-14, & EA-6B

MOVING UP THE FOOD CHAIN

Marconi
North America



Marconi Avionics

Reducing Response Times - A Contractor Perspective

- A Definition of Direct Vendor Delivery
 - The provision by a vendor of serviceable material to meet the user's requirements without the intervention of, or need for, organic inventory managers, warehousing, material handling, and transportation systems, while providing increased product reliability and reduction of total cost of ownership.
 - (Paraphrased from Navy definition)

Reducing Response Times - A Contractor Perspective

- Using DVD, DoD wants:
 - Increased Supply Availability
 - Single inventory management point
 - Electronic Data Interchange (EDI)
 - Improved Reliability
 - Technology Insertion
 - Control of Obsolescence
 - Lower Cost of Ownership
 - Reduced Inventory,
 - Reduced Oversight
 - Reduced Manpower
 - Acceptable Exit Criteria
 - Orderly close-down and completion at contract termination

Reducing Response Times - A Contractor Perspective

- We provide:
 - Rapid Supply Support Response
 - Rotable Pool (48 hrs max. to user's dock)
 - Inventory Warehousing, including Consumable Parts Stock
 - Fast Transportation
 - Reduced Repair Turnaround Time
 - Reliability Improvements
 - Reliability Tracking
 - Repair/Replacement/Overhaul at our discretion
 - Modification and Product Improvement
 - Configuration Control and Status Accounting
 - Field Service Support, User Training, and Maintenance of Technical Documentation

Reducing Response Times - A Contractor Perspective

- Enhancing the DVD environment
 - Web-accessible database
 - Tiered access based on need-to-know
 - Serial number tracking
 - Immediate visibility of what, where, and when
 - Read/write “touch button” available now
 - On-unit log book provides total maintenance history
 - Rapid recognition of, and reaction to, pattern failures
 - Paperless environment
 - User friendly, pull-down menus minimize data entry for mechanics/technicians
 - Provides ready access to MTBR incentive-related data
 - Streamlines contract and accounting processes.

Reducing Response Times - A Contractor Perspective

- Contract issues that inhibit efficiency
 - Excessive application of Government Source Inspection
 - Traditional and CLS contracts
 - Not applied to DVD contracts
 - Legacy QA processes
 - Older contracts still subject to MIL QA requirements
 - Use of ISO9000 requires separate approvals
 - FFP contracts requiring individual repair POs
 - Accommodation of Over and Above repairs

Reducing Response Times - A Contractor Perspective

■ In Summary

- User improves readiness
- Government reduces cost of ownership
- Contractor increases revenue
- A win-win solution!